

Tom Whitten

Associate

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Phoenix – 602.735.2719



Tom structures and negotiates complex real estate joint ventures, acquisitions, and financings so that institutional investors, developers, and financial institutions can close with confidence.

Tom's practice centers on guiding clients through every stage of a commercial real estate transaction — from initial structuring through closing. Tom represents institutional investors, public and private real estate companies, real estate investment trusts (REITs), and financial institutions across a wide range of property types, including multi-family, industrial, office, retail, land, and hospitality assets.

On the capital and debt side, Tom advises both lenders and borrowers in connection with construction loans, mezzanine financings, and general secured real estate financings. His equity work spans syndications, joint venture negotiations, and managing relationships and transactions with institutional private equity funds and hedge funds. On the transactional side, Tom handles acquisitions, dispositions, and leasing across asset classes — from large industrial portfolios and retail supercenters to net-lease properties and sale-leaseback structures tied to mergers and acquisitions.

Tom also counsels operators and family offices on the real estate dimensions of their businesses, including multi-location restaurant portfolios and retail development projects. He has represented both landlords and tenants in lease disputes and tenant bankruptcy matters.

Select Experience

Debt and Equity

- Represent Phoenix based developer in its joint venture negotiations with multi-billion-dollar investment fund.
- Represent Phoenix based investment firm in the negotiation of a joint venture

Education

- Southern Methodist University Dedman School of Law (J.D.)
– *cum Laude*
- Arizona State University W.P. Carey School of Business (B.S.)

Bar Admissions

- Arizona

agreement with an institutional capital partner for the \$20M+ development of a 100,000+ sq ft. infill industrial building in Phoenix, Arizona.

- Represent New York based hedge fund, as capital partner, in the diligence and negotiation of multiple joint ventures with real estate developers.
- Represent New York based private equity firm in the equity financing and multi-tiered loan assumption for the acquisition of an industrial building in the Inland Empire, California.

Accolades

- *Best Lawyers® Ones to Watch in America*, Real Estate Law, 2025-2026
- *ConnectCRE*, "Next Generation in Real Estate," 2025

Professional Affiliations

- Active Member, Vice President of Legal, Executive Council 70
- Board of Trustees, Foundation for Blind Children
- Group Leader, Urban Land Institute - Partnership Forum
- Co-founder, Young Visionaries Board
- Committee Member, Arizona Cancer Foundation for Children

Clerkships

- Arizona Court of Appeals, Judge Cynthia Bailey

Select Presentations

- Real Estate Operating Agreements for Developers and Investors, Strafford CLE (September 2024)